



Sherry Villano,
Broker/Owner

*The Trusted Choice
for Real Estate
in Seaside Park*

Villano Realtors
1415 NW Central Ave
Seaside Park, NJ 08752
732-793-HOME(4663) Phone
732-793-0040 Fax
www.VillanoRealtors.com

Fall 2011

Dear Friends, Neighbors and Clients,

We appreciate your trust and your business - especially during recent years. During 2011, we have been experiencing a slightly more active market and have seen an increase in Sales so far this year. Historically low mortgage interest rates are helping with primary and second home and investment sales.

As our local market improves, there are additional opportunities for Buyers and Sellers to take advantage of our favorable location as a unique family resort at the Jersey Shore. As a Seller, please consider our **"Three Keys to Success"** when listing your property for sale. We'll be glad to help!

Please contact us if we can provide assistance in any Real Estate matter, here in Seaside Park, locally or nationally and internationally.

The Villano Realtors Team

Key to Success #1

Price It Right!

Your initial listing price will create Buyer interest ... or cause a turn-off that results in a permanent chill in Buyer interest.

Be aware of current market trends and price levels.

Ask for a **Competitive Market Assessment** report on your property.

It will include the most probable price that your property should bring under all conditions requisite to a fair sale.

Key to Success #2

De-Clutter!

Your personal mementoes and family photos are valuable to you, but not helpful to your potential Buyers.

Give your home's Buyers an opportunity to see themselves in your space!

Pack up and store (in an off premise location) those photos, the memories and mementoes of a life well-lived and the other details that personalize your home.

Potential Buyers will be able to see your home as **THEIR** future home.

Villano Realtors Mission

Provide complete, professional services to each and every client with absolute integrity in all we do.

Why work with Villano Realtors?

- Resort and Second Home Specialists for Homeowners, Landlords and Tenants
- Certified Short Sale Specialists
- Current on all Real Estate trends (Local and National)
- Proven Local Sales Activity Performance
- Personal services backed by our staff
- **25 Step Marketing Program** to achieve best value results for your Sale
- Listings viewed by 70+ search engines
- Unparalleled 5-year record of success for Sellers & Buyers, Landlords & Tenants
- Your neighborhood REALTOR with national and international connections
- Over 150 years of combined Real Estate Experience

Key to Success #3

Stage It!

Arrange your furniture to highlight the unique features of your home.

Make sure there are clearly defined living spaces:

A living room, eating area with table & chairs, and uncluttered bedrooms.

Use just some of your existing furniture to make your living area look spacious and inviting.



Call your **"Home Team"** today!
Full service **Resort and Second Home Specialists**

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Monday - Saturday 9-5
Sunday 10-5



Zlatko Rajtmajer Broker Associate

Monmouth County Specialist; Realtor over 25 years.
National and International Relocation Specialist.
Certified Short Sale Specialist.

"Z" is a senior member of the Villano Realtors team in Monmouth County and has been with Villano Realtors for 18 years.



Debra Sterling Broker Associate

Debra is a third-generation "Sterling Realtor" in Seaside Park.

Debra has over thirty years experience in Real Estate, specializing in Residential, Second Home and Investment ownership.



Ann Wehrlen, GRI Broker Associate

Certified Resort and Second Home Specialist
Recipient, NJ Association of Realtors Circle of Excellence Sales Award, 1998 through 2010
NJ Association of Realtors Distinguished Sales Club



Ann is a senior member of the Villano Realtors team here in Seaside Park and has been with the agency since it opened at this location in 2005.



Annette Crossan

Sales Associate
Real Estate Specialist
in Seaside Park,
South Seaside Park
and near-by barrier
island communities



Jim DeAngelis

Sales Associate
Residential Sales
in Seaside Park
Director, Community
Relations, NJ Blue
Claws



Pat Karnatski

Sales Associate
Residential Sales
& Rental Specialist
in Seaside Park &
So. Seaside Park



Maryann Mattia

Sales Associate
Residential Sales
& Rental Specialist
in Seaside Park &
So. Seaside Park



Ulla Melyan

Receptionist
Sales Associate



Paula Perelli

Sales Associate
Residential Sales
& Rental Specialist
in Seaside Park &
So. Seaside Park

Seaside Park is a unique and scenic family oriented island town resort. Sandy beaches, bay front with playgrounds, a children's beach, fishing piers, boat launches, and gorgeous sunset views. Summer seasonal rentals from "Castles to Cottages". Conveniently located from all metropolitan & tri-state areas. Come visit and you'll leave wanting to own a piece of paradise.

Our experienced Brokers and Associates can match you with the perfect **Resort Home** or **investment property**.

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